

Proponent Testimony – HB 268

Doug Barry

President, Barry Staff, INC.

November 1, 2017

Mr. Chairman & Committee members:

Thank you for the opportunity to speak with you today. My name is Doug Barry, I own BarryStaff, Inc. a full-service staffing company headquartered in Dayton, Ohio. I am also a Miami Township trustee. We have serviced the Miami Valley since 1980. I am here in support of HB 268, not because I need the support of our government to grow my business but just the opposite. I need government to remove a barrier so I can compete on the same playing field as my larger competitors who are headquartered not just outside the great State of Ohio but some outside the USA. My 4 largest competitors are all self-insured for worker's compensation. One is headquartered in Tokyo Japan, one in Zurich Switzerland, one in Troy Michigan and the other in Wisconsin.

BarryStaff, Inc. takes our workers safety as a high priority. My motto "I will never have an employee perform a job that I myself have not done or would not do." Since 2009 BarryStaff has paid into the BWC premiums over \$3,000,000 and only paid out in claims \$500,000. The last couple years I have had to close locations due to the fact I cannot compete on price with my much larger national competition. HB 268 if passed, would provide me the ability to take the savings on my workers compensation premiums and be more competitive. It would also give me the ability to expand back into markets we could not compete previously. The last 2 years BarryStaff has lost out on bids worth over \$25,000,000 that went to out of state staffing companies. These funds will not be reinvested into our great state and local communities.

Since 2002 BarryStaff has applied 3 times to become self-insured and all 3 times denied. We are a service business whose biggest asset is our accounts receivable. The suggestions the BWC made for us to be self-insured are not good business practices that are not supported by our accountant or attorney.

I am sure many people look to our legislature to help them fund and pass bills to take some of the burden off themselves and their businesses. I am asking for my government to simply give me a choice to better position my company to compete. We need to champion our Ohio businesses and make sure they can compete evenly against companies with no Ohio ties or loyalties. My family has been and will continue to be good corporate citizens. Giving back to the communities we serve and helping make our communities strong places to work, live and play is part of our company mission. Please support HB 268 to help Ohio businesses.

Thank you for your service and time. If you have any questions I would be glad to answer.